

6:00 a.m. - 10/2/53 (cont.)

134

#72 St. Paul, Minn.

Wds. K. Letter - wishes to discontinue food dept.

6:00 a.m. - 10/2/53 (Th.) - 10:35 - 11:40 -

Pres. - J.P.W., J.R.K., H.B.C.,  
E.H.G., H.B.C., J.E.H., H.B.C.,  
R.E.D., J.R.K., J.E.H.,  
C.D.S., J.R.K. - S.S.K.

314 Danville

(J.E.H.)

(Add & I came in when the discussion was  
about completed)

In the extra space

214 Shaker Hl., O.

(J.R.K.)

200 (J.P.W.)

378/1059 Oil City, Pa.

- use old str. in back; new str. in some spots.

#88 wishes to review.

\*28,750. - cost for air cond.

\*36,000 (additional) making \$43,800. (total cost)

\*7250 for new cabinet fixtures.

approved.

(cont.) 10/15/53 (Th.) - 2:35 - 4:00 (incl. beyond 4:00)

C.D.S., J.R.K., W.P.A.

#72 St. Paul, Minn.

It was finally decided to sell the property -  
get out of it.

323 Oak Park, Ill. - (J.R.K.)

70' x 120' x 180' (small part.)

869' str.

Some terminates 7/31/58. (Part in 1964)

We did \*302M vol in '52 w/ loss - we are 10% behind (J.R.K.)

\*177M approved in '52 for interior modernization; w/ no str. work

was. Building has now agreed to extend lease to 1964.

A.D.C. met (cont.)

#323 Oak Park, Ill. (cont.)

135

Have Sales Dept. analyse for self-service, at a mini-  
mum cost (abt. \$15,000).

Store needs improved lighting - H.J.D.

Get the costs for interior modernization.

#1185 - Det.

Approved to extent of \$8470, but H.J.D., H.B.C.,  
& L.H.M. to investigate, & stop it, if necessary.

J.R.K. met - 10/30/53 (Th.) - 9:00 - 11:45

(J.R.K.)

#638 - Euclid (expansion)

(J.R.K.)

Pres. - J.P.W., J.R.K., H.B.C.,  
E.H.G., J.E.H., J.R.K., H.B.C.,  
R.E.D., J.R.K., J.E.H.,  
C.D.S., J.R.K. - S.S.K.

Owner space is not available.

Do we want to give further consideration

to erecting a store on property we control.

Big discussion on size of our stockrooms (are they too big); + sh.

We have much more of our stock on sales floor.

H.J.D.

"The key to the problem is assortment per counter foot" - S.S.K.

10/30 - Resumed - 2:00 - 3:05 (then layout comm. to #115)

265 Buffalo.

Wait to see how store makes out this yr.

129 Melrose, Wis.

3 of spending \$270M

\*54 Wash.

to be re-studied

#32 Lawrence, Mass.

Do this job @ \$155M (4000 up)

377 Zanesville, O. - (at 3:55h, H.B.C., J.R.K.)

(Total approved)  
\$370M approved; asking for  
\$15M more; total \$385M